

WIRBA LAWRENCE

REAL ESTATE AGENT



CONTACT INFO

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- DUBAI, UAE

PERSONAL INFORMATION

- Nationality : Cameroon
- Gender : Male
- Marital Status : Single

EDUCATION

High School Certificate Of Education -Cameroon

LANGUAGES

- English
- French

SKILLS

- Communication Skills
- Property Renting, Sales & Purchase
- Valuation of the Building
- Understanding Social Cues
- Integrity
- Market Research
- Project Management
- Financial Management
- Patience
- Great Work Ethic
- Time Management Skills

☆HOBBIES & INTERESTS



CAREER OBJECTIVE

Dynamic and results-oriented Real Estate Agent with years of experience in residential and commercial real estate transactions. Proven track record of exceeding sales targets, negotiating favorable deals, and providing exceptional customer service. Seeking to leverage expertise to drive success for clients and contribute to the growth of a reputable real estate agency.

PROFESSIONAL EXPERIENCE

- COMPANY : Vape Electronic Cigarettes and Accessories Trading LLC.
- POSTION : Sales Associate
- DURATION : 2022 to Present

DUTIES AND RESPONSIBILITIES:

- Assist an average of 60+ customers per day in finding or selecting items, and providing recommendations
- Stock, replenish, and organize inventory with accuracy and efficiency, completing task 10% faster than average associates
- Maintain accurate and attractive merchandise displays, ensuring strategic placement of products in order to maximize purchases
- Provide outstanding customer service, receiving 95% in customer service feedback surveys
- Remain knowledgeable on products offered and discuss available options
- Team up with co-workers to ensure proper customer service
- Build productive trust relationships with customers
- Achieved an average of sales goals for three consecutive months

- COMPANY : LEGACY HOUSING AND REAL ESTATE LTD -CAMEROON
- POSTION : Sales Associate/Real Estate Agent
- DURATION : 1 Year

DUTIES AND RESPONSIBILITIES:

- Completed purchases with cash, credit and debit payment methods, providing customer receipts for reference. Prepared products for sales floor, steaming and presenting items immaculately for appealing displays.
- Received and unloaded supplies for storage.
- Operated cash registers with accuracy and processed cash and card transactions. Fielded customer queries and demonstrated product use to interested clients.
- Updated product labelling and pricing to reflect discounts and offers.
- Assisted customers with product selection and sales, recommending items to increase transaction value. Replenished floor stock and processed deliveries promptly, maximising product availability for customers

PROFESSIONAL ACCOMPLISHMENTS

- Highly experienced in buying and selling properties
- Good knowledge of real estate laws and procedures
- Wide knowledge of people management procedures
- Familiarity with marketing techniques
- Ability to convince customers to buy properties
- Ability to develop good relationships with prospective customers